



## News Release

FOR IMMEDIATE RELEASE

### **Trane Leader Shares High Performance Buildings Strategies at Machinery and Allied Product Institute's General Managers Council Meeting**

*- Mark Faucher discusses how to achieve superior performance for life -*

**Miami, April 6, 2011** – In today's environment, energy use makes up for 40 percent of a business' operating expense. In fact, buildings account for 72 percent of energy consumed in the U.S. However, companies investing in a high performance building plan can significantly reduce lifecycle costs so they can invest in other priorities and help meet their financial and social objectives.

**Mark Faucher, director of solutions and service sales for Trane, Southeast territory**, will discuss how organizations adopt a high performance building strategy to meet their long-term business objectives during the Machinery and Allied Product Institute's General Managers Council Meeting. Trane is a leading global provider of indoor comfort systems and services and a brand of Ingersoll Rand.

Conference attendees will understand how to adopt a high performance building plan, including:

- Embracing predictive building maintenance strategies
- Establishing and maintaining sound operating metrics
- Adopting performance-based service concepts

#### **About the Conference**

When: April 7, 2011, 9:45 – 11 a.m.

Where: Biltmore Hotel, Miami

Conference website: <http://www.mapi.net/Pages/MeetingCalendar.aspx>

The Machinery and Allied Products Institute was established in 1933 as MAPI. MAPI is a recognized source of trusted knowledge for senior business executives.

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#### **About Mark Faucher**

Mark Faucher leads the service and contracting business for Trane's Southeast territory. He is responsible for the profitable growth of the services businesses in the SE which include after-market service, turnkey retrofits, controls contracting and performance-based energy services for commercial buildings. Prior to joining Trane, Mark spent 21 years at Johnson Controls where he held various leadership roles in the services and solutions sectors.

Faucher holds a BSME Mechanical Engineering degree from Worcester Polytechnic Institute and conducted post graduate studies at the University of Michigan School of Business.

#### **About Ingersoll Rand**

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands — including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® — work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$14 billion global business committed to sustainable business practices within our company and for our customers. For more information, visit [www.ingersollrand.com](http://www.ingersollrand.com).

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